

Air Force Security Assistance and Cooperation Directorate

Advancing National Security by building global partnerships one case at a time



WWRS Orientation Course

How to Market Your Item

"This briefing is for information only. No US Government commitment to sell, loan, lease, co-develop or co-produce defense articles or provide defense services is implied or intended."

AFLCMC/WFNJ case no. 6661 applies for tracking and record keeping purposes.

Integrity ★ Service ★ Excellence



How to Market your Material

- **Pricing**

- Seller must set the price (PMO will not set seller's price)
 - **Example: 10% - 20% below DoD cost**
- PMO will provide DoD price to seller upon request
- Below DoD cost (recommended)
- Price Rules – account level / identifier level
- Seller needs to be aware of price of like items being sold by other countries
- Seller needs to maintain visibility of DoD cost of an item
 - DoD prices change every October
 - **PMO recommends sellers review DO43 in October and will need to delete / reload inventory items according to current DoD prices**



How to Market your Material

- **Pricing (cont)**
 - Minimum Order Value - $MOV = Price \times Quantity$
 - **Used to ensure sale of item is cost effective (recovers locating, packing and shipping costs)**
 - **MOV varies from country to country based on the respective countries transportation, labor rates, and policy for disposition of excess items.**





How to Market your Material

- **Lot Buys**

- A Lot Buy is defined as 20 or more items selected by one buyer from one seller
- Depending on the value of the lot, the seller is entitled to certain program fee discounts (see chart on next slide)





How to Market your Material

- **Lot Buys (cont)**

- The buyer may also be entitled to certain pricing discounts (negotiated between seller / buyer)
- A lot buy can be set up between two countries that know each other's identity or can be anonymous
- These discounts are specified by the seller, and are visible when building a lot buy
- WWRS PMO will initiate the transfer once the final negotiation is complete (you must contact the PMO before loading the inventory so PMO can reserve it in system)

Transfer Value (\$\$)	Discount (off standard WWRS fee)
< \$100,000	10% (fee 7.65%)
>= \$100,000	20% (fee 6.8%)



How to Market your Material

- **Maintaining Current Inventory**
 - Accurate inventory reduces your RDO cancellation rate
 - Accurate inventory reduces RDO processing time
 - Keeps item prices up to date and correct which allows you to be more competitive
- **If more than one seller has the same listed material for sale, the first order of precedence is to attempt to fill the requisitions from a seller with all requisitioned quantity, ranked from lowest to highest price**
- **Secondly, all sellers with a quantity less than the requisitioned quantity will be ranked first from highest quantity than by lowest price**



Processing Requisitions

- **How requisitions are routed**
 - Contractors are not allowed to purchase or sell through WWRS
 - Air Force: All requisitions (eligible for WWRS) are directly routed through WWRS to fill (if inventory exists)
 - **Currently, AF material makes up a majority of WWRS sales due to lack of routing automation of CISIL/MISIL**
 - Army: All requisitions are forced fed directly from CISIL with RIC code FWW. (no automatic routing as of today)





Processing Requisitions

- **How requisitions are routed (cont)**
 - Navy: All requisitions are dropped (by WWRS PMO) with funding document such a Military Interdepartmental Purchase Request (MIPR). Navy currently scheduled to automate NLT early 2013.
 - DoD: All requisitions are dropped (by WWRS PMO) with a funding document such as a MIPR or Miscellaneous Obligation Reimbursement Document (MORD)





Questions

